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Thank you Henry, and thank you all for joining us today.

Today I'd like to tell you how the ALL-IN-1 Phase II program, and the first products that implement this program, bring new levels of enterprise integration to all people, all desktops, and all applications.

All in one easy-to-use office network.

As Henry explained, by incorporating Network Application Support in the ALL-IN-1 Phase II program, ALL-IN-1 is evolving from the industry's leading integrated office system, to an entire family of leadership products -- servers, desktops, and applications.

It is evolving from a timeshared-only system, to a family of products that set the standard in client/server office computing.

These products support not only VT and 3270 terminal users, but also DECwindows, MS-DOS, OS/2, and Macintosh desktops.

And under ALL-IN-1 Phase II, users can take advantage of Graphical User Interfaces and object-oriented capabilities.

Today Digital is announcing the first products that implement this evolution. New today is the next-generation ALL-IN-1 integrated office system -- made up of a new server system, and new desktop client software for DECwindows and MS-DOS users, with Macintosh and OS/2 desktop client software soon to follow.

Also new today are next-generation applications for TODAY BUILD electronic mail and electronic publishing. And a new class of applications we call Business Intelligence, from Digital and from third-party vendors.

First, let's take a look at the ALL-IN-1 Phase II integrated office system, and how -- through its client/server implementation -- it delivers a powerful set of common applications and services to users on all NAS-supported desktops.

Today, Digital is announcing the first server in the client/server version of the ALL-IN-1 integrated office system -- ALL-IN-1 Version 2.4.

This server is the first of its kind to include integrated group conferencing capabilities -- I'll explain more about this in a moment.

The new ALL-IN-1 server also lets user store compound documents in their file cabinet -- revisable documents that include text, graphics, images, and live-linked information.

Of course, the ALL-IN-1 server supports users of cost-effective VT terminals and IBM 3270 devices, and extends its new capabilities to these users.

At \$8,700 on a MicroVAX 3100, for instance, the ALL-IN-1 server supports 88 video-terminal subscribers, at a cost-per-user of under \$100.

ALL-IN-1 Version 2.4 will be available in January.

Today, we are also announcing three integrated office system desktop clients for PCs and workstations, that work with this server:

- o ALL-IN-1 DESKtop for MS-DOS, the first ALL-IN-1 Phase II client for PCs.
- o ALL-IN-1 DESKtop for VMS DECwindows, extending the ALL-IN-1 integrated office system to workstation users.
- o And, a powerful set of packaged DECwindows graphic user interface applications that complement the ALL-IN-1 DESKtop for VMS DECwindows.

At all of the intelligent desktop devices we discuss today, the ALL-IN-1 integrated office system gives users common computing capabilities: a consistent user interface, and a consistent set of applications for mail, editing, calendaring, and application control.

As well as the new group conferencing capabilities.

With the group conferencing capability, users physically located throughout the enterprise can easily debate the key issues facing their team, and come to a consensus.

Digital believes that conferencing is a key new tool in tapping the creativity and energy of workers across the enterprise.

The ALL-IN-1 DESKtop for MS-DOS lets users take advantage of the power of their desktop AND of the ALL-IN-1 server.

On their PC, ALL-IN-1 DESKtop for MS-DOS users have capabilities for creating and filing documents and mail messages. All the while still using their favorite PC applications and PC interface.

And these users also benefit from powerful network-based capabilities such as multi-vendor mail routing, group calendar, network printing, and access to any of thousands of business applications -- including the new group conferencing capabilities.

The result? ALL-IN-1 DESKtop for MS-DOS adds value to customers' existing investments in PC hardware and software, tying together small PC workgroups -- or thousands of PC users -- into one integrated office system.

ALL-IN-1 DESKtop for MS-DOS costs just \$195 for a single-user license, and it's available in January.

DESKtop FOR The ALL-IN-1 DESKtop for VMS DECwindows gives the same VMS DW common set of capabilities to users of DECwindows workstations.

On the workstation, users take advantage of the easy-to-use DECwindows graphical user interface.

But an easy-to-use graphic interface is just the beginning.

Users can send compound documents to other users throughout the network, using windowed multi-vendor mail.

They can share information and insight with all other users on the network, with integrated group conferencing.

And users can store documents and access any of thousands of business applications.

The ALL-IN-1 DESKtop for VMS DECwindows costs \$395, and will be available in July.

Today Digital is also announcing the ALL-IN-1 DESKtop Package for VMS DECwindows. The saying "A picture is worth a thousand words" is never more true than in the office, and this special package includes all the graphic, compound document applications needed for teams to work together at the highest levels of efficiency.

The package includes the windowed mail, group conferencing, and file cabinet access of the ALL-IN-1 DESKtop for VMS DECwindows, AND:

- o DECwrite electronic publishing, with compound document and live link capabilities.
- o DECdecision advanced decision support, with access to data network-wide.
- o And videotex that supports the display of text, graphics, and image in a powerful, easy-to-use HyperCard-like implementation.

And users of this package can still share all their information with PC users and video-terminal users.

It's unmatched office computing capability.

The ALL-IN-1 DESKtop Package for VMS DECwindows costs just \$2,195, and will also be available in July.

Within twelve months, Digital will ship two additional members of the ALL-IN-1 DESKtop series -- an ALL-IN-1 DESKtop client for OS/2 Standard Edition, which uses the Presentation Manager graphic user interface...

And, an ALL-IN-1 DESKtop client for Apple Macintosh systems that uses the Macintosh graphic user interface.

The beauty of this ALL-IN-1 integrated office system is that it represents a single, consistent approach to providing powerful, compatible applications and services for 10 users or for a hundred-thousand networked users.

Users are offered an unparalleled solution, regardless of the desktop device they've chosen.

Now that we've seen the integrated office system component of the ALL-IN-1 Phase II program, let's take a look at the individual ALL-IN-1 Phase II applications.

We'll start with an area in which Digital is the industry leader -- electronic mail.

Digital's key difference in electronic mail is experience. We have more than six million mail users worldwide.

By servicing and supporting thousands of customers, each with thousands of mail users, Digital has attained a level of expertise in electronic mail that no other vendor can match.

Digital also leads in commitment OSI international standards, such as X.400.

And Digital's difference is found in what users can do with our electronic mail.

Users can easily locate and address mail to any other user, using Digital's Distributed Directory Service -- a single, worldwide, directory of all users on a multi-vendor mail network, including users on IBM PROFS and SNADS systems.

Locating a user anywhere across the multi-vendor network is as easy as looking up a name in the phone book.

And users can mail revisable compound documents -- containing text, graphics, and images -- throughout the network, without having to worry about what type of desktop the recipient uses.

With NAS-based capabilities like this, Digital's electronic mail ties the enterprise together.

It lets PC users, workstation users, and terminal users exchange mail with users of Digital's systems, other vendors' mail systems, and public mail systems.

And Digital's upcoming Electronic Data Interchange offerings use the same NAS services and work on the same mail backbone -- enabling users to communicate with their customers, suppliers, and partners as easily as with another member of their organization.

Today, Digital's product leadership in mail culminates with the announcement of ALL-IN-1 Mail.

ALL-IN-1 Mail is a client/server electronic mail system that runs on all NAS-supported desktop devices.

The ALL-IN-1 Mail products we're announcing today include:

- o ALL-IN-1 Mail Server -- X.400 server software that works in conjunction with the ALL-IN-1 Mail clients.

For those of you who like alphabet soup, I'll tell you that ALL-IN-1 Mail is based on CCITT X.400 P2 standards.

These products further deliver on Digital's commitment to OSI and X.400.

- o We're also announcing ALL-IN-1 Mail for MS-DOS -- X.400 client software for MS-DOS PCs.
- o And ALL-IN-1 Mail for VMS DECwindows -- X.400 client software that provides the same state-of-the-art mail capabilities to DECwindows workstation users.

Of course, ALL-IN-1 Mail integrates with Digital's MAILbus -- the Network Application Support multi-vendor message transfer service. All users can exchange mail with users of a broad range of other vendors' mail systems and public mail systems -- including IBM PROFS and SNADS, UNIX systems, MCI Mail, TELEX, and other X.400 systems.

ALL-IN-1 Mail for MS-DOS is priced at just \$50 per user, as is ALL-IN-1 Mail for VMS DECwindows.

ALL-IN-1 Mail Server pricing starts at \$500.

The products will be available in January.

Within the next twelve months -- Digital will deliver ALL-IN-1 Mail client software for Macintosh, OS/2 Standard Edition, MS-WINDOWS, and video terminals.

With ALL-IN-1 Mail, customers can get started with a state-of-the-art mail system very inexpensively.

Just \$1,000 worth of software ties 10 MS-DOS users together on a Digital PCLAN/Server 3100. And 50 ALL-IN-1 Mail users on the same server cost only \$3,000.

This is enterprise mail capability at PCLAN mail prices.

With this combination of experience, functionality, and price, Digital remains the premier mail vendor.

Now let's go on to the next application area under ALL-IN-1 Phase II -- electronic publishing.

The Digital difference in electronic publishing starts with the Compound Document Architecture that we have today, and that is based on our commitment to standards like ODA.

Digital's difference is enhanced by the more than 60 vendors that are committed to developing applications that utilize Compound Document Architecture.

Digital's difference is also found in network printing and document management, and other NAS-based applications that add value to customers' existing desktop publishing applications on their Macintosh systems and PCs.

Today Digital is announcing the availability of DECwrite, its leadership electronic publishing application, on our RISC/ULTRIX systems.

DECwrite for RISC/ULTRIX offers users the same electronic publishing capabilities as DECwrite for VAX workstations.

DECwrite integrates WYSIWYG word processing, desktop publishing, drawing, image, and LiveLink connections that dynamically link information in the document to its source.

DECwrite for RISC/ULTRIX will be available in November 1989, joining the currently-shipping DECwrite for VAX/VMS and DECwrite for VAX/ULTRIX. DECwrite for RISC/ULTRIX is priced at \$1,200.

Through its support of Compound Document Architecture, DECwrite users can create and interchange revisable compound documents containing text, graphics, images, and applications data.

And with its LiveLink capabilities, DECwrite lets users include information from other applications into compound documents. When the source data changes, the information in the document is automatically updated to reflect the change.

Now let's turn to the third set of applications: Business Intelligence.

Some of you may think the term "Business Intelligence" is an oxymoron. But we felt it was less so than the other alternative we considered: "Management Intelligence."

Let me explain what we mean when we say Business Intelligence.

Customers can be confused by all the many terms being used to describe applications that work with numbers.

But they do know what they need:

They need these applications to help them gain a clear, quantitative understanding of what's going on with their business.

They know that modern user interface technology and object-orientation can make it easier to work with these numbers.

They know they need access to key business data from databases throughout their organizations.

And they know they need these applications to work with their other office applications.

ALL-IN-1 Business Intelligence applications meet all these needs. The Business Intelligence products announced today span the entire range of applications that work with numbers -- including data access and reporting, spreadsheets, modeling, and executive support.

ALL-IN-1 Business Intelligence applications give users the power to access and analyze data from IBM DB2, IMS, and IDMS/R databases, and from Digital Rdb and RMS databases -- wherever on the network these databases reside.

Leaders in quantitative and analytical applications, such as Lotus, are developing versions of their products for Digital's Business Intelligence portfolio.

Lotus 1-2-3 on VAX/VMS, for example, won't just provide 1-2-3 for VAX users -- it can make all desktop users more productive. Through its support of NAS services like SQL/Services and CDA, 1-2-3 on VAX/VMS enables 1-2-3 users to access corporate data and incorporate graphics into compound documents.

Customers can standardize on Lotus 1-2-3 for their spreadsheet needs, and use 1-2-3 for VAX/VMS to deliver all the capabilities of 1-2-3 to terminal and workstation user.

While MS-DOS, OS/2, and Macintosh users continue to use the 1-2-3 they know and love.

You can see Lotus 1-2-3 for VAX/VMS demonstrated in Digital's booth at the Javits Center.

Other Business Intelligence applications include DECwindows spreadsheets such as 20/20 from Access Technology and Wingz from Informix Software.

Advanced modeling applications such as Paradigm from Execucom, EXPRESS from Information Resources, and Acumate from EFFEM Services.

Executive support systems from the market leaders: Comshare, Pilot, and Execucom.

Many of these applications incorporate object-oriented capabilities and artificial intelligence, to deliver ease-of-use previously unattainable.

See them all in Digital's booth on the show floor.

All these Business Intelligence applications work together with other ALL-IN-1 Phase II applications, including the integrated office system, mail, and electronic publishing.

Together, this offering represents a breadth and depth of analysis capability that clearly outdistances the point-product approach of our competitors.

So there you have it. Today Digital has announced ALL-IN-1 Phase II, its office computing strategy of the '90s.

We announced a new client/server version of the ALL-IN-1 integrated office system, with new ALL-IN-1 DESKtop clients for MS-DOS, DECwindows, Macintosh, and OS/2.

We announced ALL-IN-1 Mail -- the culmination of twelve years of standards support and mail experience -- with a server and desktop clients for MS-DOS, DECwindows, OS/2, Macintosh, MS-WINDOWS, and terminals.

We announced new electronic publishing applications and powerful new Business Intelligence applications -- from Digital and from leading third parties -- that work across all desktops.

And remember, these products represent just the first set of deliverables under the ALL-IN-1 Phase II program.

I invite all of you, when you get back to the Javits Center, to visit the Digital booth and look at these ALL-IN-1 Phase II products.

Then take a close look at what our competition has to offer. Compare others' vision to Digital's commitment to the reality of the multi-vendor desktop environment of the '90s.

Compare Digital's support of international standards like OSI X.400.

Compare Digital's ability to provide the same applications and systems management, whether the group supported is ten users or 10,000 users.

Compare Digital's ability to let users work with and share compound documents that include all types of data -- in electronic publishing, mail, conferencing, videotex, and Business Intelligence applications.

Compare the power of ALL-IN-1 Phase II, and how it delivers the benefits of Network Application Support to users of all popular desktop devices.

Compare how modern work teams can communicate, collaborate, and coordinate with each other -- as they must in the coming decade, if their organizations are to remain competitive.

Compare... and I'm sure you'll agree that with ALL-IN Phase II, Digital brings a new level of enterprise integration to All people. All desktops. All applications.

All in one easy to use office network.

Thank you again for joining us today. We'll now assemble a panel, and turn the podium back to Al for questions and answers.